

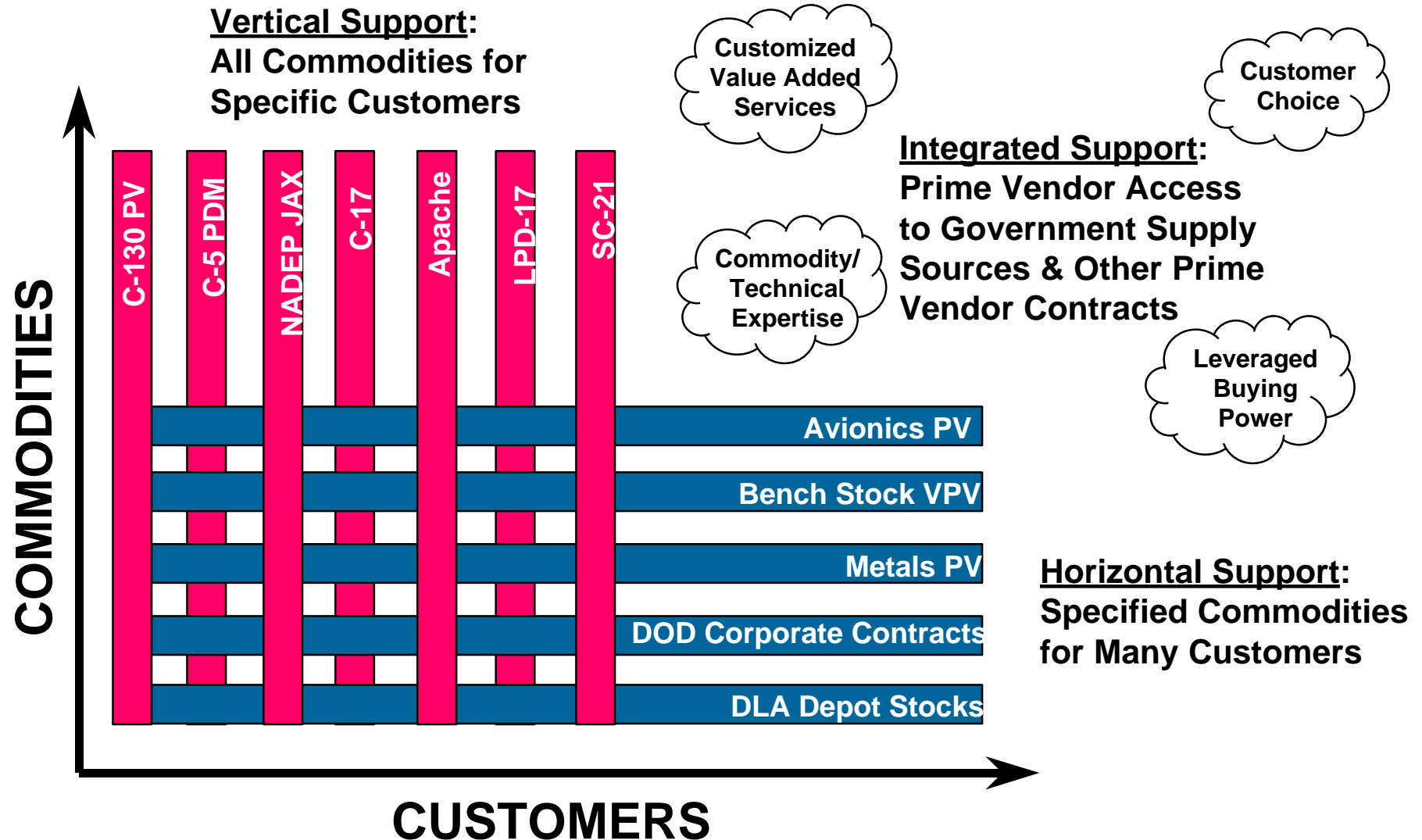
# ***Sample Evaluation Factors for Supply Chain Integration Procurement***

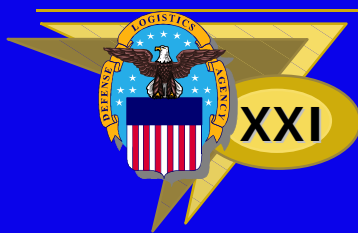
1. **Customer Oriented Supply Chain Management** - ability to provide supplies, supply chain management, forecasting, engineering and technical services, and configuration management.
2. **Industrial Readiness Support Concept** - ensure that supplies and supply chain management will be sustained in case of national emergency and will achieve industrial mobilization, and any other anticipated surges in requirements.
3. **Information Technology** - There should be an open exchange of information between customer, suppliers and DoD through the state of the art technology. ...ability to provide an interface with organic information systems.
4. **Past Performance/Corporate Experience**
5. **Management Plan** - controls and managerial approach over workforce, suppliers and distribution and quality systems.
6. **Competition Goals** - evaluate the offeror's contractual alliances with suppliers, subcontractors and other supply chain components to ensure that there is robust competition at the supplier level.
7. **Small Business/Small Disadvantaged Business Program/Women Owned Subcontracting Plan**
8. **DLA Mentoring Business Agreements (MBA) Program**

Excerpted from DISC Broad Agency Announcement SP0500-97-BAA01 Amendment #1  
Available at: [www.dla.disc.mil](http://www.dla.disc.mil)



# Agency Level Supply Chain Integration





# Adopting Commercial Best Practices



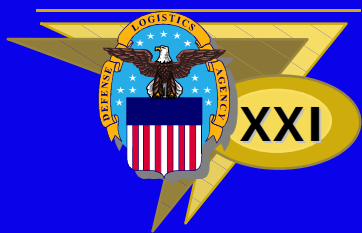
## *Legacy Practices*

- ✗ Government Unique Automated Systems
- ✗ Design Specifications
- ✗ Government Unique Payment Systems
- ✗ Rigid, Detailed Regulations



## *Re-engineered Practices*

- ✓ Electronically Enabled Business Processes
  - Commercial Off the Shelf
  - Barcode Technology
  - Internet
  - Client Server
- ✓ Performance Specs
- ✓ EFT
- ✓ Credit Cards
- ✓ Debit Cards
- ✓ Guiding Principles
- ✓ Business Alliances
- ✓ Supply Chain Management



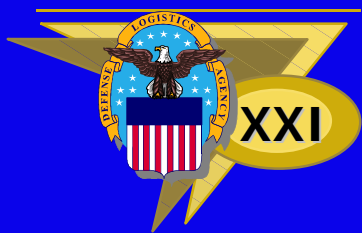
# ***Traditional Logistics vs Supply Chain Integration***

## **Traditional Logistics Model**

- **Financial Forecast**
- **Manufacturing Focus**
- **Mixed product shipment from stock**
- **Reorder point inventory strategy**
- **Inventory speculation**
- **Profit Center Philosophy**

## **Supply Chain Integration Model**

- **Customer-Focused Forecast**
- **Customer Driven Replenishment**
- **Alternative shipments**
- **Anticipating demand**
- **Buy as you use it**
- **Kinetic inventory**
- **Customer Service Philosophy**

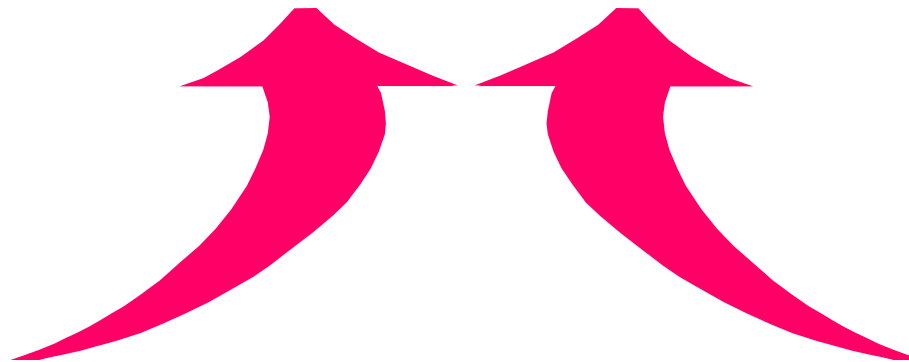


# ***Riding the Third Wave***

**Capture and Adapt Best Value Commercial Business Practices  
Supercharged by Applying Emerging Technologies**

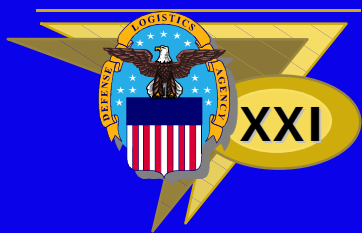
## **Virtual Marketplace**

**Business  
Practices**



**Emerging  
Technologies**





# *The DLA EMail -- What Is It?*



- A website that provides access to a variety of DLA organic and DLA contracted sources of supply that allow users to search, locate, compare, and order material. The initial focus is on electronic catalogs but will include many other sources of material.